

Message Text

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PAGE 01 MOSCOW 06317 290745Z

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ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /014 W

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R 290721Z APR 74

FM AMEMBASSY MOSCOW

TO USDOC WASHDC

INFO SECSTATE WASHDC 8324

C O N F I D E N T I A L MOSCOW 6317

COMMERCE FOR BEWT/COLER AND OEA

E.O. 11652: GDS

TAGS: ESTC, UR, US, UK

SUBJ: EXPORT LICENSES - HEWLETT-PACKARD

1. HEWLETT-PACKARD REPS HAVE REQUESTED EMBASSY'S ASSISTANCE IN EXPEDITING WASHINGTON ACTION ON EXPORT LICENSE APPLICATION COVERING TWO HP 2100 REAL-TIME SYSTEMS FOR MOSCOW INSTITUTE OF BUILDING STRUCTURES. BOTH SYSTEMS WERE TO HAVE BEEN DELIVERED BY DECEMBER 31, 1973, AND DELAYS IN LICENSING ACTION HAVE RESULTED IN IMPOSITION BY SOVIETS (FOR FIRST TIME IN HEWLETT-PACKARD'S EXPERIENCE) OF PENALTY CLAUSE. PENALTIES HAVE NOW REACHED 10 PCT OF VALUE OF CONTRACT (4300,000). COMPANY REPS ALSO POINT OUT THAT DELAYS ARE HAVING NEGATIVE IMPACT ON HEWLETT-PACKARD'S RELATIONS WITH ELEKTRONORGTEKHNIKA AND OTHER SOVIET ORGANIZATIONS.

2. ACCORDING TO HEWLETT-PACKARD REPS, PROBLEM WITH LICENSES FOR TWO SYSTEMS IN QUESTION MAY HAVE BEEN COMPLICATED BY FACT THAT BOTH US AND UK EXPORT LICENSES WERE REQUIREE, AFTER WHICH COCOM CLEARANCE WAS NEEDED. ORIGINAL APPLICATIONS FOR BOTH UK AND US LICENSES INCLUDED "RIGHTABLE CONTROL STORE MODULE," WHICH HEWLETT-PACKARD SUBSEQUENTLY REMOVED FROM SYSTEMS AT REQUEST OF USDOC. HOWEVER, THIS MODULE WAS NOT, THROUGH ADMINISTRATIVE OVERSIGHT, REMOVED FROM APPLICATION FILED WITH UK AUTHORITIES, WHICH WAS SUBSEQUENTLY APPROVED IN ITS ENTIRETY. HEWLETT-PACKARD REPS POINT OUT THAT ADDITIONAL CONTRACT FOR SIMILAR SYSTEMS IN AMOUNT OF \$700,000 IS
CONFIDENTIAL

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PAGE 02 MOSCOW 06317 290745Z

BEING HELD BY SOVIETS PENDING RESOLUTION OF PENDING CASE.

THEY ALSO CLAIM THAT FRENCH COMPANY INTERTECHNIK IS SELLING ITS "SYSTEM 8" IN USSR AND INFORMING COCOM SUBSEQUENTLY UNDER DISCRETIONARY AUTHORITY. INTERTECHNIK "SYSTEM 8", ACCORDING TO HEWLETT-PACKART REPS, IS COMPARABLE TO HP2100.

3. EMBASSY WOULD APPRECIATE INFORMATION ON STATUS OF THIS CASE.
DUBS

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
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Concepts: ELECTRONIC EQUIPMENT, EXPORT LICENSES, STRATEGIC TRADE CONTROLS
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Copy: SINGLE
Draft Date: 29 APR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
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Disposition Authority: GolinoFR
Disposition Case Number: n/a
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Disposition Date: 28 MAY 2004
Disposition Event:
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Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
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30 JUN 2005

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